



VETERANS SMALL BUSINESS SEMINAR

**Veterans Business Conference
Peninsula Work Force Development Center
600 Butler Farm Road
Hampton, Virginia 23666**

Date: June 14, 2005

8:00 am - 1:00 pm

Free! - Pre-registration preferred but not required – Free!

To register for the seminar: **Register for the seminar by contacting Ebony Purdie at (757) 865-3128 or purdiee@tncc.edu.**

8:00 AM – Registration

8:30 AM - Opening Remarks **Margo Young-Wiggins, Chairwoman**
City of Hampton Purchasing & Procurement Oversight Com.

8:45 AM - Welcome: **John Fedkenheuer, Procurement Assistance Center Director**

9:00 AM - Workshop #1 **General Services Administration Programs (GSA)**
Tommy G. Benton, GSA Federal Supply, Customer Service
Director/Contracting Officer

10:00 AM Break

10:05 AM - Workshop #2: **Selling To The Federal Government**
Octavia Turner, Procurement Center Representative
Jack Beecher, Procurement Deputy for the Army Corp of Engineers

11:00 AM Break

11:05 AM - Workshop #3: **Local Resources That Can Assist You**
SCORE, SBDC, City of Hampton, City of Newport News

11:45 AM - Workshop #4 **Personal Finance/Business Finance For a Business**
Susan Carlson, Regional Coordinator, Innovative Bank

DESCRIPTION OF WORKSHOPS

Workshop #1: General Services Administration Programs (GSA)

GSA workshop will provide information on how GSA helps Federal Agencies meet their Service Disable Veteran Owned Small Business (SDVOSB) goals by identifying SDVOSBs in the market place for contracting opportunities.

Workshop #2: Selling to the Federal Government

This workshop explains Federal Government small business programs. It covers acquisition of goods and services and includes regulatory authority for procurement, identifying bidding opportunities, types of contracts and solicitation, subcontracting, qualifying to bid and benefits available for small/disadvantaged businesses.

Workshop #3: Local Resources That Can Assist You

There are free/low cost resources that are available to assist your business. Several of them will be on hand to describe their services.

Workshop #4: Personal Finance/Business Finance for a Business

Local banker will discuss with you various loan products available at their bank and the SBA Loan Guarantee Programs. Learn what information you must provide to successfully obtain a loan for your business. Understand how your personal finances can impact your business finances.

Do You Need Financing? Banker Will Be Available To Review Loan Applications

For More information, Contact Ebony Purdie at the SBDC of Hampton Roads:

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